

## **Job Description of In Licensing Manager**

**Job Title:** In Licensing Manager (Sr. Manager Level)

**Qualification:** B Pharm/M Pharm with MBA

**Years of Experience:** Minimum 12+ years of experience in business development in pharma sector, with emphasis on In-Licensing of Products

**Work Location:** MSN Laboratories, Hyderabad

### **Job Duties**

- To carry out due diligence of assets & portfolio of Innovator and generic companies of all size and segments
- Primary responsibilities for executing In-licensing activities including scientific review, IP value analysis, business and financial analysis
- Work on key therapeutic areas of Onco, CVS, CNS, Women Healthcare, Respiratory, Ophthalmics & AntiDiabetic
- Review Innovator pipelines and establish contacts with them
- Additional experience in In Licensing activities of Biologics and Biosimilar products will be an advantage
- Management of existing and new In licensing projects in line with the company's business development strategies and expansion plans
- Monitor Regulated and Less regulated markets for identification of new products that are in development and are open for In Licensing or partnership, Identify potential strategic partners with responsibility for all commercial & contractual negotiations
- Manage with Legal Department all associated Non Disclosure agreements, Terms sheets, Definitive agreements of contractual nature
- Develop new geographical markets and pursue In licensing contracts in new markets
- Take all necessary inputs from all cross functional departments as part of due diligence process and give recommendations on proposals
- Do business cases of all such In License proposals which are shortlisted for further evaluation
- Good written and communication skills and strong team player.

### **Skills:**

Experience in all markets (must have understanding of regulatory requirements of countries, Agreements and business strategies)

Making of Proposals and White paper report on projects